DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

April/2016 The Group's In-House Magazine www.rantzau.de

Christening party in the hotel: Torsten Temp, Marlies Temp, Klaus Pollakowski, Petra Pollakowski, Werner Scharnowski, Jan Hammer (front row, left to right) and Wilfried Fuhrmann, Captain Josef Stingl and Thomas David (back). The godmothers of "Ulanga" and "Ubena", Mrs Pollakowski and Mrs Temp, with presents from the shipyard (right)

"Ulanga" and "Ubena": christening ceremony in the hotel lounge

John T. Essberger has enlarged its dry cargo fleet by adding two container ship newbuilds. A delegation from Germany was going to attend the twin naming ceremony of the sister vessels at Yangfan Shipyard in China on 24 January but bad weather prevented them from reaching their destination. Wind forces of 10 on the Beaufort scale coupled with icy temperatures meant there was no ferry service. However, you can only get to the island where the shipyard is situated by ferry. So, to ensure that "Ulanga" and "Ubena" (2,268 TEU each) did not enter into service without official blessing, everything had to be rescheduled.

Storm over China

For the delegation from Germany with its two godmothers Marlies Temp and her husband Torsten Temp (HSH Nordbank) as well as Petra Pollakowski with her husband Klaus Pollakowski (Mogk Management, investor), the journey ended at the Sheraton Hotel Zhousan, about four hours by car south of Shanghai. Between the pre-naming dinner and post-naming dinner, a film was shown showcasing the two nearly complete vessels so that

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JTE wish to optimise operations

Waiting for advice on a contemplated reorganisation of J.T. Essberger B.V./Dordrecht

The management of John T. Essberger B.V. (JTE) has entered into discussions with the works council, and are currently awaiting their advice on a contemplated reorganisation of the company. The reason for our contemplated decision is that JTE wish to optimise its overall operation and has therefore taken the view that all core activities currently conducted from Dordrecht should be transferred to Hamburg, resulting in one operational organisation in Hamburg. The overall organisation is expected to work more efficiently. The contemplated decision also includes the closing of the workshop and warehouse. It is anticipated that the different shore activities can be transferred gradually and that once it is clear that the advice from the works council will allow us to do so, a detailed schedule will be developed based on discussions with those involved.

Tough days for chemical tankers: "Lisa Essberger" in stormy weather

The shipping crisis is now in its eighth year. The problems have not changed: too many ships, lack of cargo. When cargo volumes improve, rates rise. Subsequently new ships are ordered, and an imbalance is created anew. When new ships are delivered in a time of falling cargo volumes the market crashes. This is what we are facing now. Before the crisis, a 170,000 dwt bulk carrier could fetch a charter rate of $170,000 a day. Now the rate is less than $5,000. A 5,600 TEU container ship, earning $40,000 before the crisis, is lucky to get $5,000 today.

Our Group operates in both segments. Especially the new handysize bulk carriers are blighting our results. But we have also made sure to keep our fleet diversified and to secure our vessels with long-term charters. For both our new container ships we have managed to find reasonable employment, though we could also employ these ships in our own trade. The "DAL Kalahari" has a favourable charter on a long-term basis.

The chemical tanker market is likewise suffering from an oversupply of vessels. So we decided to reduce our tonnage in order to better utilise our remaining capacities. The success is evident. However, for Essberger Tankers to return to its previous profitability we still need to do more. To use potential synergy effects we are aiming at closing our office in Dordrecht and transferring all core activities to Hamburg. Regrettably this decision impacts the position of our shore staff in Dordrecht almost in full but should not lead to material changes for our seafarers.

Just hoping that the shipping crisis will end soon is not enough. We must tackle it ourselves.

Yours Heinrich von Rantzau

From Essberger: Jan Hammer, Hartmut Nickel, Heinrich von Rantzau, Dierk Herrmann with certificate, Dr Eberhart von Rantzau. From LRQA: David Barrow, Thomas Aschert, Nicolaus Neumann – everybody happy

Crystal-clear decision for ISO 9001 certificate

Most readers know it is now common for well-run businesses to be audited and certified under ISO 9001. The certification is considered proof that the company is based on sound management principles and operated according to a set of published procedures. But when "quality assurance" was introduced in the late 1980s, the concept was new to shipowners.

John T. Essberger (JTE) was one of the first shipping companies to embrace the idea, and in early 1990, Dierk Herrmann, formerly operations manager chemical tankers, was handed the unenviable task of ensuring the company received certification. His first decision was to appoint Lloyd's Register Quality Assurance (LRQA) for the certification process. Then followed the arduous task, together with LRQA, of examining and/or implementing all the procedures which would form the backbone of Essberger's quality manuals. In 1992, JTE became the first German company to be certified according to ISO 9001.

On 18 December 2015, JTE received a delegation from LRQA, who presented their handsome Crystal Award to celebrate our more than 20 years of mutual cooperation. Implementing a quality management system (QMS) has proven to be a crucial and effective long-term strategy, enabling us to meet statutory requirements and customers' demands at all times. Central to the system is the regular auditing by LRQA, resulting in continuous improvement and optimisation. The active involvement of our people, especially the seafarers, has been key in ensuring that our procedures truly reflect the realities of life. At the end of the day, our QMS has made it possible to easily accommodate the effects of regulatory changes such as ISM, the ISPS code and the Maritime Labour Convention, and to demonstrate to our customers our commitment to the highest level of quality and safety.

Christening party

(continued from page 1)

the godmothers could at least get an impression of what the ships look like. The naming ceremony had to be improvised in the hotel's banquet hall instead, though with much celebration. It was a great pity for the guests but certainly didn't have any negative effect on the festive spirit of the event. The shipping company was represented by Jan Hammer (MD John T. Essberger), Werner Scharnowski (deputy managing director dry cargo), Wilfried Fuhrmann (group director controlling, finance, IT), Thomas David (department head newbuilding), Detlev Leu (superintendent) as well as Captain Josef Stingl (MD TOS Singapore). Representing the crews were the two captains Jaroslaw Maciuk ("Ubena") and Ioan-Cristian Cioban ("Ulanga") together with their respective chief engineers Gleb Kolechkin and Andrzej Szyca as well as Vadym Kazmin (manager site team). In January the "Ubena" and in April her sister "Ulanga" entered into a charter with shipowners Maersk trading in the Far-East-to-India region. *(Interview, see page 8)*

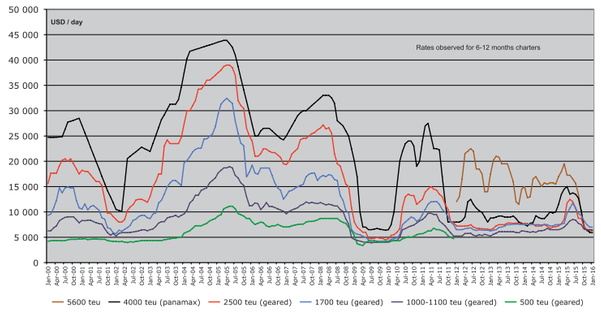
Temperature curve of the shipping crisis

All-time low in charter rates for bulk carriers

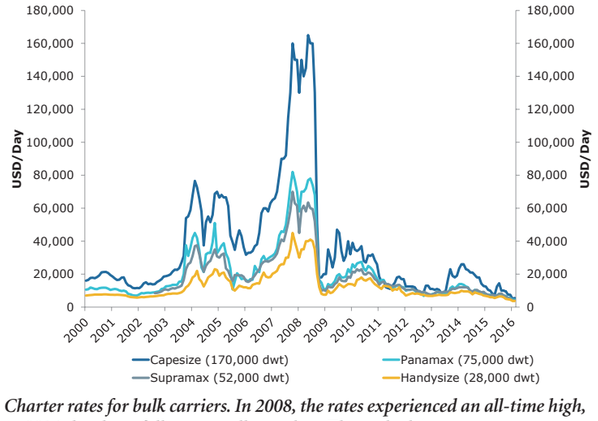
Following the collapse of the American Lehman Bank in 2008, an economic crisis swept across the globe like a tsunami. Shipping, which at the time was experiencing an all-time high, crashed within months. Hundreds of ships, especially container ships, were suddenly without employment and had to be temporarily laid up.

In 2010, the markets seemed to recover, leading to many shipowners believing in a renewed upswing and immediately ordering new tonnage again so as not to miss out. Their decision was spurred on by the extremely favourable newbuild prices and payment options that East Asian shipyards were able to offer thanks to state subsidies. However, the short-lived bubble burst, and when the economy in China started to worsen and the import of raw materials dramatically declined, the totally overheated market for bulk carriers collapsed as had the container market. Vessels that had already been ordered further exacerbated the situation. Eventually, a vicious circle set in: periodic fluctuations of supply and demand, which were subsequently reflected in the charter rates for container vessels. In early 2016, the charter rates are almost back at the level when the crisis began. Bulk carrier rates are at an all-time low. A rise in scrapping – in some cases of nearly new – and a decreasing number of newbuilds on order give reason to believe the market may gradually find its equilibrium in terms of supply and demand again – but that won't be until 2018, at the earliest.

John T. Essberger Dry Cargo's fleet consists of handymax-sized (20,000 – 39,999 dwt) bulk carriers. The new container ships "Ubena" and "Ulanga" are in the 2,500 TEU (geared) group, the "DAL Kalahari" is a post-Panamax container vessel of 4,500 TEU.



Charter rates in US dollars for container ships from the year 2000 to 2016. The shipping crisis started in 2008 following the collapse of the Lehman Bank



Charter rates for bulk carriers. In 2008, the rates experienced an all-time high, in 2016 they have fallen to an all-time low. The outlook is grim

A night with Deutsche Afrika-Linien Enjoyed by clients and friends in SA

Hosted by Dr Eberhart von Rantzau and his family clients and friends of Deutsche Afrika-Linien gathered at dinner parties on 8 March in Cape Town and on 11 March in Johannesburg. The guests were entertained by Ian von Memerty and Amor Vittone at both events. Organized by the DAL Agency team and attended by many DAL staff members from Hamburg both nights will long be remembered.

JOHANNESBURG

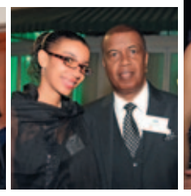
The hosting family with entertainer: Caroline von Rantzau, Philipp von Rantzau, Amor Vittone, Dr Eberhart von Rantzau and Patricia von Rantzau

Sthembile Shangase, Zoleka Dlomo

Kerry Proctor, Justine Du Plessis, Anita Walter, Ron Frick

A J van Vuuren, S Pillay, B Makete, T Padayachee, A Thomas (standing). C Matthee, C Pillai, K-A Watkins, J Mudra, H Busang (seated)

David Gordon, Mandy Gordon, Dev Naidoo and Ansu Thomas



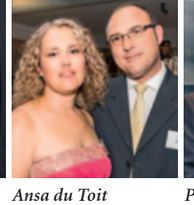
Imeraan & Shimoné Munnik

CAPE TOWN

Dr Eberhart von Rantzau with partners Ibrahim Sharaf and Kapil Celly

P Eslick, C Duncker, T Duncker, S Heske, R Heske (standing). K Celly, H Luehr, K van Welie (seated)

Gary Bedser & Traci Porter



Ansa du Toit with Riaan Swart

Peter Schülke and Liana Schülke, Salaama Jardine with Giethir Jardine

"Helga Essberger" – high quality for tough business

In the late 1970s, John T. Essberger put the focus on chemical transports/ First line of newbuilds still in service

The late 1970s saw the end of the highly risky investment John T. Essberger had made in large crude oil tankers, which had brought the company no luck. The management decided to concentrate purely on coastal chemical tankers from then on. The newbuild of "Helga Essberger" and her two sister vessels in 1980 marked the first step in that direction.

Under the name of "Vanna" "Helga Essberger" has reached 36 years of age

Built in Büsum

"Helga Essberger" (2,544 dwt) was built at the Büsumer Werft shipyard of the Harmstorf Group. Her dimension were LOA 80.8 metres, beam 13.8 metres, draught 5.13 metres. The ship was fitted with 16 stainless steel tanks and powered by an MaK six-cylinder four-stroke diesel engine of 1,471 kW, capable of reaching speeds of 12.25 knots.

The vessel was christened on 8 October 1980 by Dr Helga Stödter, wife of Essberger co-MD Prof. Stödter, followed by a spectacular side-to-waterway launching. Her original livery of grey hull, blue name and white superstructure was changed to the well-known Essberger bright orange in 1986. Her early trading area was the Baltic and North Sea.

Baltic and North Sea

In 1992, she changed her name to "Tom Elba" and was registered for Trasfegas Operações Marítimas, Lisbon, but was still sailing for and operated by John T. Essberger.

On 27 September 1995, the ship collided with the Malta-registered tanker "Puppy" (30,236 dwt) five nautical miles west of Hoek van Holland. There was a leak in tank no. 1 port and she had to sail back to Rotterdam and then to Cuxhaven for general repairs on her port side. The big tanker also needed its deformed bulbous bow repaired.

Following a brief switch to the Cypriot flag and then back to the Portuguese flag, "Tom Elba" sailed with a Z funnel mark and Trasfegas painted on her sides again. In 2005, the ship was sold to Salvu Zammit & Sons in Malta and sailed for Marfa Tankers under the new name of "Vanna", home port La Valetta. The tanker is still being used as a bunker boat today. The former "Helga Essberger" has meanwhile been in service for 36 years and is proof of the high quality of German shipbuilding. The work of the no longer existing Büsumer Werft was a prime example of this quality.

The two sister vessels, "Liesel Essberger" and "Coral Essberger" are likewise still in service: "Liesel" (later "Tom Lis") as an inland tanker in Nigeria, and "Coral" is trading in the Black Sea and the Sea of Asow and adjacent waters. Generally all these former chemical tankers have become either wine tankers, bunker boats or they carry mineral oils or consumable oils. The former "Eduard Essberger", built in 1968 at Hitzler Schiffswerft, Lauenburg, still runs as "Solia" in the bunker business: 48 years old!

Talking points in Germany

▸ **THE SEEMINGLY NEVER-ENDING** influx of migrants from the Middle East, Afghanistan, Africa and the Balkan States is leading to increasing agitation in Germany. Chancellor Angela Merkel, who stands for an open Germany and Europe, is starting to feel the growing resistance of the German public, and even more so of the 27 European neighbouring states, who are vehemently refusing to take in any refugees. The cities and communities are struggling under the pressure to provide accommodation for the refugees. More and more cases of migrants committing crimes and other offences are being reported in the media. Especially young men from strict Islamic countries seem to misunderstand the open Western society as an invitation to become offenders. The recently founded far-rightwing, anti-foreigner party "Alternative für Deutschland" (AfD) is experiencing a dramatic increase in supporters at the ballot boxes. The European Union (EU) is in danger of breaking apart.

▸ **EVEN FASTER IS POSSIBLE.** The Volkswagen Group car manufacturer Bugatti presented its new supersports car Chiron at the Geneva Car Show. The vehicle, intended for mass production as a regular street vehicle, has a 1,500-horsepower engine with an engine displacement of eight litres, and 16 cylinders for top speeds of up to 420 km/h. Price: 2.5 million US dollars net, available from dealers as of 2017. With an engine of 1001 horsepower, the previous top model Bugatti Veyron can reach a top speed of 407 km/h – and is available for about half the price.

▸ **BORROWING MONEY** interest-free. In mid-May, the European Central Bank (ECB) is reducing the base rate from 0.05 to 0.0 per cent. The base rate determines the interest rate at which banks can borrow money from the ECB. ECB President Mario Draghi wants this zero-interest policy to boost the economy. Savers are already not earning any interest for their savings at the bank anymore. People who have been saving for when they retire have to do without any returns. Since banks can charge hardly any interest for mortgages, many Germans are meanwhile investing in real estate, so-called "cement gold", instead of on the risky stock exchange. As a result, property prices have been soaring in recent years.

▸ **THE WOLFES ARE BACK!** Around 400 wolves are currently at home in Germany, mainly in the eastern and northern regions, near the city of Hamburg. And they are rapidly spreading.

Beware

Essberger Ship Management informed us about a case that highlights the legal consequences of environmental pollution. During the survey of a German 6,200 dwt cargo vessel in Florida, the US Coast Guard noticed an "improperly kept" oil log book. The officials discovered an incorrectly installed rubber hose with which oil residues had been pumped from the bilge tanks straight into the sea. Even though the concrete act of environmental pollution could not be proven and the shipowner clearly stated that the crew had not been instructed by the company to take any such action, and that the "misconduct was the error of a single crew member", the shipowner was made to pay a hefty fine. In addition to having to pay 1.25 million US dollars in damages and 250,000 US dollars to the National Fish and Wildlife Foundation, the vessel was banned from entering any US ports for five years.

Romeu Group: a century of maritime tradition

Ship agents for Deutsche Afrika-Linien in Portugal and Spain/A family-run business, reliable and flexible

The Romeu team: Antonio Monteiro, Alexandra Silva, Mané Bataguas, André Ferreira, José Carvalho, Giedre Pekarskyte and Dino Louro, partners and friends of Deutsche Afrika-Linien, in their office

In 1939, two brothers, Manuel and Ernesto Romeu Escandell, took over the business of the company Sobrinos de P. Ferrer Mary, established in Tarragona/ Spain, thus inheriting maritime experience that is transferred from one family to another. As from the very beginning of this new phase, the Romeu family has shown an inertia of expansion and constant development that led to the establishment of additional offices in Spain.

Romeu's international agency network expansion started in 1990 by establishing two offices in Portugal: Lisbon and Oporto.

High service standard

Resulting from their customers' needs of serving the Portuguese market, two offices were established, and coordination with the major Spanish transhipment ports of Barcelona, Valencia and lately Algeciras enabled Portuguese businesses access to overseas destinations. Before that there were no direct sailings from Lisbon or Oporto/Leixões.

In partnership with Portuguese and Spanish shareholders Romeu Portugal was founded in 1990, managed by Mr Dino Louro together with an experienced shipping and logistics staff. Romeu agency successfully grew and now has 16 employees in two offices, Lisbon and Leixões/Oporto, mainly dedicated to liner agency business and husbandry, covering not only the overall Portuguese territory but also western Spanish autonomous communities by rail.

Furthermore, the Portuguese offices attend to the numerous requirements of their shipping activities, including close contact with merchants and forwarders both in the north of the country served by the ports of Leixões/ Oporto and Lisbon, as well as the port of Setubal 40 kilometres south. An active commercial and sales department promotes their principal services facilitating international transport for exports such as paper products, cars and spare parts, foodstuffs and wine/beer, agricultural products, textiles and shoes, copper and zinc ore, gasoline/gas oil, wood and cork. Imports mainly consist of crude oil and gas, motor cars and machinery, grain (wheat, corn, barley), chemicals and electronic goods.

Focusing on Angola

As far as southern African countries are concerned, Angola is by far the most important buyer of Portuguese goods, representing 4% of the total exports in euros and over 80,000 TEU (2014). However, during the last year Angola's economy has dropped considerably due to oil devaluation, affecting Portuguese exports by 45/50% in value. Unfortunately, the other countries in this region have quite a weak commercial relationship with Portugal. Mozambique accounts for 0.7% of total exports, equivalent to about 10,300 TEU and South Africa 0.3% or approx. 6,700 TEU. These two countries are the main export destinations for the DAL sales activity, related industries who provide a very diversified cargo mix of raw materials, such as expanded clay and yeast but also finished products such as ceramic tiles, cork stoppers, auto parts, wine, soft drinks and other foodstuffs.

The daily work of the sales team is driven by results. The best way to achieve the target figures is by focusing on the clients' needs and ascertaining how these can be met within DAL's service framework. As shipping is becoming a commodity, price tends to rule. With the aim to escape from a market focused on price Romeu adopts a different approach by trying to add value to the service provided, though always with cost efficiency in mind. That is why it is so important to listen to what the clients value most in order to learn what kind of service is beneficial to them.

DAL's commercial management team in Hamburg has been very supportive, helping Romeu to single out the service delivered to clients, and joint visits to local clients strengthen the line's presence in the area. Last but not the least, DAL's agency network in South Africa is of paramount importance to win the clients' loyalty. Romeu explains, "Without DAL's guidance and tools they provide to manage the transport chain in South Africa efficiently, we would be blind. A good share of the positive feedback we enjoy from clients comes from the good service delivered in South Africa." As one of Romeu's clients says: "If my client is happy with DAL, I'm happy too."

In the nick of time: pumpman Tiwana is evacuated from the tanker

Up and away to hospital

Pumpman Jovan G Tiwana, 44, was on board the chemical tanker "Amalie Essberger" carrying a cargo of methanol and heading for Cartagena, about 38 nm of the south-western corner of Portugal, when on 13 March he displayed symptoms such as nausea and vomiting and pain in the lower right side of his abdomen. Capt Petinga first consulted the on-board medical guide. Since the symptoms were highly worrying, an evacuation was deemed necessary. The Portuguese navy sent a helicopter to the vessel, the patient was lifted up to the helicopter by winch and taken straight to hospital in Faro/Algarve. The diagnosis was advanced appendicitis and PPM Tiwana was operated on immediately. The patient has meanwhile been discharged from hospital and returned home safely.

Whereabouts

April 2016

Ship's name	Master	First Mate	Chief Engineer
Amalie Essberger	Pedro Miguel Pereira	Piotr Bes	Marek Ptasznik
Christian Essberger	Krzysztof Niedzielski	Arkadiusz Duczynski	Miroslaw Jaworski
Eduard Essberger	Jaroslaw Spors	Michal Kruszewski	Valeriy Bashkurov
Ellen Essberger	Adam Krzyzykowski	Grzegorz Kakol	Tomasz Kozlowski
Elsa Essberger	Stefan Grabowski	Pawel Bula	Guilherme Frederico Bacelar
Georg Essberger	Grzegorz Orlicki	Valeriy Dorofeev	Andrzej Sullik
Johann Essberger	Mariusz Borek	Mareks Satkovskis	Ryszard Topolewski
Liesel Essberger	Boguslaw Olbrys	Bartosz Selau	Saturnino Inato Yuson
Patricia Essberger	Robert Waldon	Maksim Naumcik	Grzegorz Topolewski
Philipp Essberger	Gocha Bezhanidze	Tomasz Rembisz	Krzysztof Barczynski
Maersk Launceston	Miroslaw Drozewski	Vladimir Lobov	Jacek Wojcicki
Koralia	Jose Subradil Jr	Agus Alim Budiharjo	Dony Merwoto
Selinda	Fanel Baetu	Yuriy Poglod	Danut Daniel Oprea
Swakop	Oleksandr Grytsyuta	Andriy Stoyakin	Dumitru Grosu
UAFL Zanzibar	Pavlo Klyuyev	Marcelo Berame Borbon	Nicusor Marian Drago
Ubena	Jaroslaw Maciuk	Rafel Senier Nones	Gleb Kolechkin
Valbella	Neil Clifford Brown	Samuel Quinanola Ruedas	Oleg Burlachenko
Zambesi	Valery Sukhach	Aleksandr Kaminsky	Konstantin Khardin
Ulanga	Ioan-Cristian Cioban	Sergiy Perepelytsya	Andrzej Szyca
Alcedo	T. Keizer	P. N. Tomanek	G. Sap
Anneliese Essberger	P. R. Troost	E. Impens	T. F. Oskam
Ardea	G. J. Wijnands	C. P. De Caluwaert	M. Bosma
Caroline Essberger	A. J. Linthorst	R. Bolwijn	D. E. Jannink
Dutch Aquamarine	J. Van Der Form	A. Steenbergen	R. V. Van Herwijnen
Dutch Emerald	A. C. Nagel	B. H. Lobart	R. S. Tichelaar
Dutch Faith	C. Lodder	D. M. Kazior	J. M. Laurey
Dutch Spirit	L. E. Kint	R. Oenema	D. I. Roele
Lisa Essberger	A. R. Buren	G. Bosscher	H. Berg
Lucy Essberger	L. H. Kanters	N. N. Burger	E. A. Van Es
Ursula Essberger	K. C. Van Der Klooster	J. P. Nadaj	R. W. De Bruin
Wilhelmine Essberger	A. B. Van Groenestijn	M. L. Roosendaal	N. Zeinstra

Never too old to learn

Hugo Finlay, MD of Essberger Tankers, recently graduated from the London Metropolitan University with a master's degree (with Distinction) in Maritime Law. This followed two years of study for a post-graduate diploma, followed by a further year writing a dissertation for his master's degree. Hugo chose "The Corporate Veil of Shipowners – Threats and Remedies" as the subject of his thesis. He says: "My job has always been a full-time commitment for me, to the extent that only my weekends were available for study. So it was a tough three years."

Personeelsmutaties

Persons joining the company

Apprentice Sea:
31.1.2016, RJ Groenhuizen
9.2.2016, A. Nentjes
12.2.2016, P. de Wit

Junior staff member SSHEQ:
1.3.2016, X. Verbeek

Staff member Crewing:
1.3.2016, SIC Brouwer

Persons leaving the company

Apprentice Sea:
4.12.2015, D.P.C. Broersen
5.12.2015, T. Back
25.12.2015, J.P. Scholten
21.1.2016, A.P.S. Heus
3.1.2016, M.J. Wilms
14.1.2016, M.J. Plugge
1.2.2016, J. van der Pol

A/B:
1.2.2016, Gomes Tavares JM
1.2.2016, Ferreira de Matos F
1.3.2016, Valentim da Silva Tavares J
1.3.2016, Rodrigues Remelgado A

Staff member SSHEQ:
1.1.2016, LA van der Net

C/O:
1.3.2016, X. Verbeek

2/O:
24.12.2015, W.T. Buitelaar

Superintendent:
1.2.2016, AG Fredrikze

Master:
1.1.2016, Wierenga H

Managing Director:
1.1.2016, J.C. Putter

Promotions

1.12.2015, Kazior DM, from 2nd Officer to Chief Officer
1.12.2015, Reynolds AJ, from Crewing Officer to Senior Crewing Officer
1.1.2016, Pawlik P, from 3rd officer to 2nd Officer
1.2.2016, Van Dyck LGR, from 3rd Officer to 2nd Officer
1.2.2016, Vanhooren HME , from 3rd Officer to 2nd Officer
1.3.2016, Bolwijn R, from 2nd Officer to Chief Officer
1.3.2016, Ozimek K, from 3rd Officer to 2nd Officer

Marriage

20.1.2016,
Walter and Michelle Bergsma

Births

21.11.2015, Iris Catharina Cornelia, daughter of Annika and Christian van Winden

08.12.2015, Sven, son of Rik and Jessica Bolwijn

08.01.2016, Jack, son of Roy and Debbie Bienefelt

Retirements

1.1.2016, J.C. Putter, Managing Director

John Putter says good-bye

Managing Director of Essberger's Dordrecht office leaves into retirement

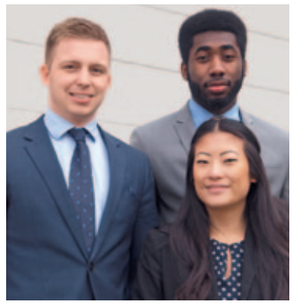
On the occasion of the retirement of John Putter many friends and colleagues attended a reception given to him and his wife Ariea and their daughter Ingeborg. Heinrich von Rantzau and a great number of colleagues from the Hamburg office joined the party. Here are some points taken from the farewell speech given by Heinrich von Rantzau:

"John joined VOPAK Chemical Tankers as crewing manager in 2001. He was appointed as head of crewing for both the Dordrecht and Hamburg offices after our acquisition of VOPAK Tankers in 2004, a position which he held until the end of last year. He has been ultimately responsible for all aspects of crewing, training and working conditions."

"Taking over as joint MD of our Dordrecht office in 2008, he brought a strong sense of dedication and fairness towards all his colleagues, whether at sea or ashore. John is not a man to be messed with, and he takes responsibilities seriously. Fortunately he is also a great character, with a sense of humor that puts tough problems into perspective. And like all good Dutchmen, he is blunt and to the point. All of us will miss John Putter and what he has provided, as a professional and as a colleague."

Heinrich von Rantzau giving his speech in Dordrecht on the occasion of the farewell of John Putter

John Putter with his wife Ariea and his daughter Ingeborg celebrated by a great number of colleagues from Hamburg and Dordrecht



Max-Ludwig Meyer-Loos, Godwill Sarpey, Johanna Chiao, apprentices

Young & keen

Max Ludwig Meyer-Loos (22) comes from Mölln. He is an apprentice at JTE. He has completed a training at the Bundeswehr and travelled to South America on a container ship and is a keen huntsman. Godwill Sarpey (21) was born in Zwickau/Saxony, has Ghanaian roots, grew up in Hamburg, loves the Alps and is doing his apprenticeship in liner shipping (Deutsche Afrika-Linien). Johanna Chiao (22) is from Gifhorn and an employee of JTE Dry Cargo. Her interests include travelling, reading, dancing, her dog and the fashion industry. She is involved in helping refugees, who are coming to Hamburg in large numbers. Johanna has lived in Taiwan for two years, where she also learnt Chinese.

Aus der Reederei-Familie, Hamburg

Jubiläen

10 Jahre

Herr Arkadiusz Duczynski, *Chief Officer*, 31.5.2016
Herr André Mölck, *Accounting/Finance/Tax,* 1.7.2016

25 Jahre

Herr Nixon Cabios Yanguas, *3rd Engineer*, 27.5.2016
Herr Admer Legaspi Atega, *2nd Officer*, 17.7.2016

Besondere Geburtstage

95 Jahre

Frau Eva Löbel, 25.5.2016

90 Jahre

Frau Gisela von Lünen, 1.6.2016

85 Jahre

Frau Hildegard Häcker, 7.5.2016
Herr Norbert Bellstedt, 13.5.2016
Herr Hermann Rockenfeller, 24.5.2016
Herr Kurt Orlitsch, 29.5.2016

80 Jahre

Herr Rolf Ludwig, 5.5.2016
Herr Ekkehard Lichtenau, 16.5.2016
Herr Jürgen Jeschke, 31.5.2016
Frau Heidi Hubrich, 23.6.2016
Herr Harry Hoffmann, 2.7.2016
Frau Petra Kock, 14.7.2016
Herr Wulf-Eberhart Allekotte, 24.7.2016

75 Jahre

Herr Klaus-Peter Saballus, 8.5.2016
Herr Siegfried Schellin, 11.5.2016
Herr Otto Mundt, 13.5.2016
Herr Heiko Winnesberg, 18.5.2016
Herr Rainer Kelpe, 3.6.2016
Herr Horst Ramm, 25.6.2016
Herr Manfred Pusinna, 16.7.2016
Herr Klaus Marx, 21.7.2016
Herr Wolfgang Lübbers, 25.7.2016

70 Jahre

Herr Paul Walter, 1.5.2016
Frau Brigitte Brütt, 7.6.2016
Herr Gert Franke, 16.6.2016
Frau Roswitha Hintz, 20.6.2016
Herr Hans Heinrich Wulff, 6.7.2016

60 Jahre

Frau Antonia Silva Fernandes Dos Santos, 28.4.2016
Herr Evencio Lopez Longakit, *3rd Engineer*, 3.5.2016
Herr Bernd Durin, *Trades*, 9.5.2016
Herr Stefan Grabowski, *Captain*, 25.5.2016
Herr Marek Ptasznik, *Chief Engineer*, 8.6.2016

50 Jahre

Herr Valerijs Drozdovics, *Ship Management*, 18.5.2016
Herr Oleksandr Glebov, *Chief Officer*, 30.5.2016

Wir gratulieren zur Geburt eines Kindes

Herrn Stefan Kappellusch, *Ship Management*, 10.12.2015 – Sophie
Herrn Andreas Bachler, *Liner Agency*, 21.12.2015 – Manuel lan

Ausgelernte Auszubildende an Land

Frau Katharina Müller, *Trampfahrt*

Neue Mitarbeiter an Land

Herr Eric Daube, *Liner Agency*
Herr Michael Gennert, *DSA Düsseldorf*
Frau Katharina Müller, *Operations Liner Services*
Herr Markus Kempf, *DSA Süddeutschland*

Neue Auszubildende an Land

Frau Johanna Chiao, *Trampfahrt*
Herr Max Meyer-Loos, *Trampfahrt*
Herr Godwill Sarpey, *Linienfahrt*

Wir gedenken

Herrn Klaus-Dieter Fries
(73 Jahre) 26.1.2016

"These new container ships are prepared for all eventualities of the market"

An interview with Thomas David of Essberger Ship Management who supervised the building of "Ulanga" and "Ubena"

DAL/JTE NEWS: Mr David, the two new 2,268 TEU container vessels are faced with a highly competitive charter market. Yet it has been possible to find employment on the market for "Ubena" and also "Ulanga" straight after they were delivered and for quite a favourable rate. What makes these ships stand out?

DAVID: Mainly their layout and the quality of their design. The dimensions of 185 metres in length, a beam of 30 metres and a draught of 10 metres as well as a speed of max. 19 knots makes them highly suitable as feeder vessels. The fact that they are fitted with 500 reefer plugs and three 45-ton on-board electric McGregor cranes also makes them very versatile.

DAL/JTE NEWS: But there are many similar ships on the market.

DAVID: However, these ships are technically state of the art, and we made sure during the construction phase already that they were of the highest standard, in particular with regard to the existing and future environmental regulations to enable efficient operations of these Lloyd's Register-classified vessels. We paid attention to a wide variety of smaller details that make a big difference as a whole.

DAL/JTE NEWS: Could you name some of these technical details?

DAVID: The ships are powered by a Tier II Doosan/MAN main engine of the type 6G60ME-9.2 with a reduced performance of 13,100 kW at 97 rpm, as well as a highly efficient propeller with a diameter of 6.70 metres and a highly efficient full-spade twisted rudder, both from Rolls Royce PROMAS System. The main engine is fitted with an A-270-L59 turbo-loader from ABB, which has a low-load tuning with an exhaust bypass, resulting in significantly lower fuel consumption.

"Ubena" on her first voyage from China to the Indian peninsula. The vessel features three electric 45-ton cranes

Thomas David at the Yangfan shipyard during one of his many visits

All done. The "Ubena" is ready to sail, the crew looks happy to go on board. A long-term charter will keep the vessel busy

In addition, they are equipped with two 9H21/32 and 6H21/32-type Hyundai-Himsen auxiliary generators of 1,980 and 1,329 kW at 900 rpm respectively.

Also worth mentioning are the hull optimisation, the frequency-controlled seawater pumps from Allweiler, the highly efficient ventilators for the engine and cargo hold from Witt & Sohn, the economisers for the auxiliary diesel engines, the performance paint from Hempel, the ECO and Boxmax classification from Lloyd's Register, as well as the Green Passport.

DAL/JTE NEWS: And what about the automation?

DAVID: The company decided on an integrated bridge navigation system, integrated bilge water treatment system, a Mac performance monitoring system, measuring equipment for the fuel of the main engine, the auxiliary diesel and boilers, as well as trim optimisation by SEACOS, and engine evaluation software from Rekomar. Overall one can say: these vessels are at the top of their league.

DAL/JTE NEWS: Stricter emission regulations exist not only at sea but increasingly also in ports. Are you prepared for that?

DAVID: Although the vessels will initially only be trading in Asia, we've made sure all other options are covered, such as employment in United States waters.
The newbuilds are therefore equipped for a 6.6 KV high-voltage shore connection, which means all they need then are the respective containers on deck.
In view of the emissions regulations in control areas such as the Baltic and North Sea, in North America and now also in China, we've modified our fuel system and the tanks, i.e. increased the capacities for ultra-low-sulphur fuels and changed the supply line system. So we're definitely prepared for all eventualities.

For more information on the **DAL/JTE Group** please contact Svante Domizlaff, tel: +49 (0)40 38016-611, email: svante.domizlaff@rantzau.de or the German head office **Deutsche Afrika-Linien** HAMBURG, Palmaille 45, D-22767 Hamburg, tel: +49 (0)40 38016-392, fax: +49 (0)40 38016-255, email: michael.davies@rantzau.de or **DAL Agency** Durban, Sharaf House, 1st Floor La Lucia Ridge Office Estate, Umhlanga/Durban 4051, RSA, tel: +27 (0)31 5829400, fax: +27 (0)31 5829401 or **John T. Essberger** HAMBURG, Palmaille 45, D-22767 Hamburg, tel. +49 (0)40 38016-0, fax: +49 (0)40 38016-579, email: chartering@essberger.biz or **John T. Essberger** Dordrecht, Wieldrechtseweg 50, NL-3316 BG Dordrecht, email: chartering@essberger.biz